

Message Text

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PAGE 01 HONG K 09077 140050Z

ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 /019 W
-----008209 142220Z /70

R 130910Z JUL 78
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 1566

LIMITED OFFICIAL USE HONG KONG 9077

E.O. 11652: N/A
TAGS: BENC, HK
SUBJ: MAJOR PROJECT: KOWLOON-CANTON RR ELECTRIFICATION

REF: (A) STATE 168289 (B) HONG KONG 8388

1. NAMES AND ADDRESSES CONTAINED IN REFTEL (A) WERE PASSED TO KCR. SKEPTICISM OF U.S. FIRMS MENTIONED IN PARA 3. OF REFTEL (A) COULD PERHAPS BEST BE MET WITH FACT THAT KCR PURCHASES GENERAL MOTORS LOCOMOTIVES AND SPARES ON A CONTINUING BASIS.

2. ACTUAL TENDER WILL BE LET BY THE PUBLIC WORKS DEPARTMENT OF HKG. BECAUSE OF ITS LARGE SIZE, BIDS MUST BE REVIEWED BY CENTRAL TENDERS BOARD, A REVIEW WHICH INCREASES OBJECTIVITY. TECHNICAL ADVICE WILL BE PROVIDED TO TNEEDERS BOARD BY TRANSMARK, A CONSULTING FIRM UNDER CONTRACT TO KCR.

3. WHILE CURRENT STATUS OF THE "BUY BRITISH" SYNDROME DIFFICULT TO GAUGE, TWO RECENT EVENTS INDICATE ABILITY OF U.S. FIRMS TO COMPETE EFFECTIVELY. WHITHIN LAST TWO YEARS, G.E. (U.S) WON A MAJOR CONTRACT TO PROVIDE TELECOMMUNICATIONS SYSTEM FOR ROYAL H.K. POLICE. THIS YEAR, DUPONT WAS SELECTED OVER ICI, LDT. TO ESTABLISH SOLE WATER-GEL EXPLOSIVES PLANT IN H.K.

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4. SITUATION WITH KCR PERHAPS WEIGHTED BY GREATER FAMILIARITY OF BOTH KCR MANAGING DIRECTOR, WHO IS FORMER BRITISH RAIL EXECUTIVE, AND TRANSMARK, WHICH IS SUBSIDIARY OF BRITISH RAIL, WITH BRISITH EQUIPMENT. POST DOUBTS FAMILIARITY WILL BE AS IMPORTANT AS SPECIFICATIONS AND PRICE. CONGEN SUGGESTS USDOC ENCOURAGE U.S. SUPPLIERS TO BID. BIDDING WILL NOT GUARANTEE A WIN, BUT NOT BIDDING

WILL GARANTEE NOT WINNING. BPOST OF COURSE WILL MONITOR
PROJECT IN A EFFORT TO ASSURE THAT ANY BIDS FROM AMERICAN
FIRMS ARE GIVEN FAIR CONSIDERATION.
SHOESMITH

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Message Attributes

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